CFP^{CM} @Finomics

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About FPSB India

- FPSB India is a public – private enterprise and a professional standards setting body that proactively guides the development and promotion of standards for Financial Planning professionals to benefit and protect the public in the country

- FPSB India is a professional certification organization, part of leading global confederation established by prominent financial service corporations with an objective to professionalize the concept of financial planning in India and setting standards in the discipline

- Financial Planning Standards Board (FPSB) India is marks licensing authority for the CFP^CM marks in India, through an Affiliate Agreement with FPSB Limited, Denver, US

- The other 22 peer countries are Australia, Austria, Brazil, Canada, China, Chinese Taipei, France, Germany, Hong Kong, Indonesia, Ireland, Japan, Malaysia, New Zealand, Republic of Korea, Singapore, South Africa, Switzerland, Thailand, The Netherlands, United Kingdom and United States

About FPSB India – Charter Members

FPSB India is currently promoted by 50 leading financial services organizations from the industry

About CFP^{CM} Certification

- It is the most prestigious and internationally accepted Financial Planning qualification recognized and respected by the global financial community

- In this era of super specialization, the Professional Certification - Certified Financial Planner (CFP^{CM}) Certification, gears career aspirants and existing financial intermediaries for giving comprehensive financial advisory services to individuals and make a satisfying career in the financial services industry

- CFP^{CM} designation was rated as Gold Standard in Financial Planning by Wall Street Journal in the year 2006

- Certified Financial Planner^{CM} is a mark of excellence granted to individuals by FPSB India who meet the stringent standards of:
  - Education
  - Examination
  - Experience
  - Ethics

4 E Criteria of CFP^{CM} Certification - Education

- CFP^{CM} certification curriculum is divided into the following six modules:
  - Module I : Introduction to Financial Planning
  - Module II : Risk Analysis & Insurance Planning
  - Module III : Retirement Planning & Employees Benefits
  - Module IV : Investment Planning
  - Module V : Tax Planning & Estate Planning
  - Module VI : Advanced Financial Planning

- For meeting the 'Education' criterion, candidate has two pathways:
  - Regular Pathway
  - Challenge Status Pathway

- In Regular Pathway, a candidate needs to pass Exam 1-4 (corresponding to Module I-V) facilitated by NSE. On successful completion of Exam 1-4, the applicant is qualified as AFP (Associated Financial Planner).

- In Challenge Status Pathway, a candidate is exempted from the Education Program considering their higher qualifications & work experience

4 E Criteria of CFP^{CM} Certification – Examination

- The CFP^{CM} certification examination (also called Exam 5 based on Module VI-Advanced Financial Planning) is designed to assess the candidate's ability to apply Financial Planning knowledge to real-life financial planning situations.

- By passing the CFP^{CM} certification examination, the candidate demonstrates to the public that he/she has the required level of competency to practice Financial Planning.

4 E Criteria of CFP^{CM} Certification – Experience

- The experience requirement qualifies work experience that involves Personal Financial Planning. Candidates under the Regular Pathway may complete the experience criteria pre or post appearing Exam 5.

- However candidates under Challenge Status pathway need to have attained relevant experience before appearing Exam 5. The Experience criterion is designed to provide the public with the assurance that the candidate understands the counseling nature of personal Financial Planning.

- The following chart shows the various experience criteria mandated by FPSB India

Pathway	Category	Experience Sector	Number of Years	When should the Candidate gain experience?
Regular	Graduate	Financial	3 Years	Pre/Post Exam 5 appearance
	Non-Graduate	Financial	6 Years	Pre/Post Exam 5 appearance
Challenge Status	Corporate	Financial	3 Years	Pre Exam 5 appearance
		Non-Financial	5 Years	Pre Exam 5 appearance
	Self-Employed	Financial	5 Years	Pre Exam 5 appearance
		Non-Financial	5 Years	Pre Exam 5 appearance

4 E Criteria of CFP^{CM} Certification – Ethics

- On completion of the education, examination, and experience requirements, the candidate applying for CFP^{CM} certification has to sign ethics declaration.

- Prior to certification, the candidates will be required to disclose past or pending litigation or agency proceedings, and to acknowledge the right of FPSB India to enforce its Professional Standards through its Disciplinary Rules and Procedures.

- By fulfilling this requirement, the candidate demonstrates to the public that he/she has agreed to provide personal Financial Planning in the client's best interest and to act in accordance with the highest ethical and professional standards for the practice of Financial Planning.

- The Ethics & Professional Standards are enforced by FPSB India's Board of Professional Review.

Benefits of CFP^{CM} Certification

- You have met the global benchmark for competency, ethics & professional practice standards to provide comprehensive Financial Planning services
- Personal satisfaction of achieving the financial planning profession's highest standard and met the global benchmark
- Your expertise and credibility as a qualified professional is instantly communicated
- Recognition in more than 23 countries across the world
- Enhanced career and employment opportunities in Financial Services Sector
- More revenue streams by increasing your product and service offering to your clients
- Satisfied clients who appreciate the comprehensive approach to financial planning and extend long term relationship and referrals

Career opportunities after CFP^{CM}

- Financial Planning is one of the fastest-growing professions across the world and Financial Planners have bright career prospects in the following functional areas:

  - Private Banking
  - Tax & Estate Planning
  - Wealth Management & Portfolio Management
  - Life insurance
  - Mutual funds
  - General Insurance Investment Consultancy
  - Fund Management Financial Products Marketing
  - Stock Broking
  - Personal financial planning advisory

Career as a Financial Planner can prove both challenging and rewarding

About Finomics Learning

Finomics Learning is a student centric institute which takes care of individual students, ensures their proper education and training and strives to make them highly competent professionals.

All these are ensured with excellent faculty support, well drafted study material and a proper balance of exam focus plus practically relevant education.

Finomics Learning was founded by Girish Lakhotiya. Girish is a graduate in commerce with specialisation in business finance. He is an associate member of ICAI and a Certified Financial Planner[CM.] He is a partner of Ghosh & Pande, Chartered Accountants, Pune Branch and Director of Milloyds Risk Management Private Limited. Girish worked with Citibank NA in corporate bank and treasury (foreign exchange).

Girish's rich work experience helps him to make the studies look more practically relevant and interesting. His unique ways of teaching makes the subject easy to understand and fun to learn. He shares an excellent rapport with the students which helps, both him and the students, to communicate with each other in better manner.

Frequently Asked Questions (FAQs) (Contd.)

Question: What is Financial Planning?

Answer: A process of money management that may include any or all of several strategies, including budgeting, tax planning, insurance, retirement and a coordinated process for identifying, planning for, and meeting goals related to financial needs for individuals, families, and businesses.

Question: Who is a Financial Planner?

Answer: A Financial Planner is one whose expertise in financial management provides peace of mind to his clients by ensuring the best odds of permanent wealth and comfort. His planned approach to success is the result of a multi-step process. Based on the achievable financial and personal goals, the Financial Planner assesses client's current financial health by examining his assets, liabilities, income, insurance, taxes, investments and estate plan and develop a realistic, comprehensive plan to meet your financial goals by addressing financial weaknesses and building on financial strengths. Put the plan into action and monitor its progress Revise the plan to accommodate changing goals, changing personal circumstances, changing financial opportunities, and changing market and tax laws The planning process requires skill, knowledge, diligence, and discipline, but great reward makes it well worth the time and effort.

Question: What is CFP^{CM}?

Answer: A Certified Financial Planner^{CM} is one who acquires a certification from the Financial Planning Standards Board (FPSB) India, which is the sole authorized body in India. This accreditation is globally accepted and opens doors for the CFPs to either practice independently as a Financial Planner or work as a Financial Planner with any financial institution anywhere they want.

Frequently Asked Questions (FAQs) (Contd.)

Question: What does the CFP^{CM} Certification Education Program offer?

Answer:

- The CFP^{CM} Certification Education Program provides an individual the knowledge on the full range of financial products that are available in the Indian financial markets and makes him competent to recommend his/her client the right financial product to match their needs
- The program helps the individual in understanding the financial planning process and makes him capable to explain the process to his/her client
- The individual after gaining the CFP^{CM} certification would be highly trained, technically competent and he/she would have had some significant practical experience
- The candidate would also be able to draft comprehensive financial plans of international standards for individuals

Question: How do I pursue CFP^{CM} Certification Program?

Answer: There are 2 pathways through which an aspirant can register for the CFP^{CM} Certification program namely:

- Regular Pathway
- Challenge Status Pathway

Frequently Asked Questions (FAQs) (Contd.)

Question: What is eligibility criteria for Regular Pathway?
Answer: At the time of registration: Atleast SSC/Matriculation/10th
At the time of certification: Atleast HSC/12th

Question: What is eligibility criteria Challenge Status Pathway?
Answer:

- Chartered Accountant (CA) or PCC/IPCC cleared from Institute of Chartered Accountants of India (ICAI)
- Chartered Financial Analyst (CFA) from CFA Institute, USA
- Cost Accountant (ICWA) from the Institute of Cost and Works Accountants of India (ICWAI)
- Company Secretary from Institute of Company Secretaries of India
- Certified Associate of Indian Institute of Bankers (CAIIB)
- PhD./ M.Phil in Economics, Econometrics, Statistics, Commerce, Mathematics, Finance, Management, Financial Planning/ Advising, Investment (or any other similar discipline)
- Post Graduate in Economics, Econometrics, Statistics, Commerce, Mathematics, Finance, Management, Financial Planning/ Advising, Investment (or any other similar discipline)
- LLB (Law) or equivalent
- Licentiate/Associate/ Fellowship of Life Insurance from Insurance Institute of India
- Actuary from Institute of Actuaries of India
- Civil Service Examinations by Union Public Service Commission (UPSC)
- Fellow, Financial Services Institute (FFSI) / Fellow, Life Management Institute (FLMI) from LOMA

Frequently Asked Questions (FAQs) (Contd.)

Question: How do I register myself for Regular Pathway?

Answer: The registration process for the registering as a student of CFP^{CM} certification education program is as mentioned below:

a) Obtain NCFM Number from NSE Website

b) Register as a Student Member of FPSB India online & pay the Student Member Fees of Rs. 10,000 through Online Payment Gateway/Demand Draft in favour of FPSB India

c) Submit the signed Student Registration Form, DD if opted and Qualification Documents to FPSB India. The documents need to be submitted to FPSB India within 14 days after registering online

d) FPSB India verifies the documents & payment of the registration fees in both the modes

e) FPSB India activates the Student Registration and online login facility. A confirmation email is sent by FPSB India upon confirmation.

f) A Student can take the Exam 1-4, 60 days after the activation

Frequently Asked Questions (FAQs) (Contd.)

Question: How do I register myself for Challenge Status Pathway?

Answer: The registration process for the registering as a student of CFP^{CM} certification education program is as mentioned below:

a) Obtain NCFM Number from NSE Website

b) Register as a Student Member of FPSB India online & pay the Student Member Fees of Rs. 25,000 through Online Payment Gateway/Demand Draft in favour of FPSB India

c) Submit the signed Challenge Status Registration Form, DD if opted and Qualification Documents to FPSB India within 14 days after registering online

d) FPSB India verifies the documents & payment of the application.

e) FPSB India activates your registration and online login facility. A confirmation email is sent by FPSB India upon confirmation.

f) A Student can immediately schedule Exam 5 through FPSB India Login facility

Frequently Asked Questions (FAQs) (Contd.)

Question: How much does it cost to pursue and attain the CFP^{CM} certification?

Answer: A brief estimate of associated costs is listed below:

Regular Pathway:

Student registration fees with FPSB India: Rs. 10,000 (valid for 1 year)

Exam 1-4 Fees: Rs. 2,000 per exam per attempt

Exam 5 Fees: Rs. 5,000 per attempt

Challenge Status Pathway:

Student registration fees with FPSB India (valid for 1 year) includes one time exam fees for Exam 5 and basic study material: Rs. 25,000

Re-appearing fees for Exam 5 Fees: Rs. 5,000 per attempt

CFP^{CM} certification fees: Rs. 5,000 and to be renewed annually

Frequently Asked Questions (FAQs) (Contd.)

Question: How does one acquire the CFP^{CM} certification?

Answer: FPSB India is the principal licensing body that certifies the CFP^{CM} in India. Anyone who wishes to undergo the CFP^{CM}/AFP Program, will have to first get registered with FPSB India. This model establishes the delivery structure of one of the 4 E's viz., Education, Examination, Experience and Ethics. Education is an integral component of the CFP^{CM} certification program and any one aspiring to become CFP^{CM}.

AFP has to register himself with any of the FPSB India's approved Education Providers. However, certain candidates having specified qualifications and work experience have an option of applying through Challenge Status wherein they can challenge the CFP^{CM} certification education programme subject to conditions.

Question: What is AFP Programme?

Answer: To professionalize the product based distribution management, FPSB India has established AFP Membership Program which is targeted at existing professionals who want to upgrade their knowledge about Financial Planning without undergoing the entire CFP^{CM} modules. The various membership options available under this option are:

a) AFP (Risk Management and Insurance Planning) for students successfully passing the Module.

b) AFP (Retirement Planning and Employee Benefit) for students successfully passing the Module.

c) AFP (Investment Planning) for students successfully passing the Module.

d) AFP (Tax Planning and Estate Planning) for students successfully passing the Module.

Frequently Asked Questions (FAQs) (Contd.)

Question: What are the course contents of the CFP^{CM} Programme?

Answer: Following are the Modules for CFP^{CM} Education Program

Module I Introduction to Financial Planning

This module would serve as an Introduction to Financial Planning. The module would cover the six-step process which includes financial planning process, client interactions, time value of money, applications, personal financial statements, cash flow and debt management, asset acquisition, education planning, overview of risk management, investment planning and retirement planning, special circumstances, plan integration, ethics, and business aspects of financial planning.

Module II Risk Management and Insurance Planning

This module would cover the knowledge requirements relating to insurance and risk analysis for a CFP^{CM} certification. It introduces students to risk analysis and insurance decisions in personal financial planning for clients exposure to mortality, health, disability, property, liability and long term care risk is emphasised.

Module III Retirement Planning and Employee Benefit

This module would cover the knowledge requirements relating to retirement planning and employee benefits to CFP^{CM} professionals. The emphasis is on the process of wealth creation and the retirement planning and strategies for the client.

Frequently Asked Questions (FAQs) (Contd.)

Module IV Investment Planning

This module includes introduction to investment planning, investment vehicles, investment strategies, regulation of investment advisors, application to the clients, etc.

Module V Tax and Estate Planning

This module would cover the knowledge requirements relating to tax planning and estate planning for a CFP^{CM} professionals.

Module VI Advanced Financial Planning

This module builds upon the foundation in financial planning and the knowledge requirements in Module I-V to enable the CFP^{CM} to construct a comprehensive financial plan for a client. Miscellaneous topics are also covered in this module.

Question: What will be the duration of the Course?

Answer: A candidate appearing for CFP^{CM} certification examination through regular mode will require at least 3 months in completing certification. However, a candidate appearing through challenge status mode can complete it within a month.

An applicant is required to complete the CFP^{CM} certification program within a maximum period of 7 years from the date he/she registers for the CFP^{CM} certification education program.

Frequently Asked Questions (FAQs) (Contd.)

Question: What is the examination pattern of the exams 1 to 4?

Answer:

- Multiple choice objective type examination with 4 alternative options, administered on-line by NSE
- No negative marking
- Total number of questions will be 75 and total marks 140
- Grading system will be used to evaluate candidates
- Minimum passing is 60%

Question: What is the examination pattern of the exams 5?

Answer:

- The Question paper shall consist of a Test Booklet having any two case studies depicting real life scenarios of individual Financial Planning Situations
- Each question will carry pre-specified marks for each correct answer
- There would be 25-30 questions carrying total 100 marks
- No negative marking
- A student who scores 50% or more will pass the examination and anyone who scores below 50% (exclusive) will fail the examination

Frequently Asked Questions (FAQs) (Contd.)

Question: What is the validity of CFP^CM Certification in India. Is it recognized globally?

Answer: The CFP^CM certification in India is given by the only authorized Board known as the Finance Planning Standards Board India and the certification has global acceptance. It is an internationally accepted certification. However, ` may have to pass some locally relevant supplementary tests.

Question: When and where are the examinations held?

Answer: Examinations are conducted by the FPSB round the year at different centres located in major towns in the country. The examinations are centrally administered by the NCFM (National Stock Exchange's Certification in Financial Markets).

There is complete flexibility as far as scheduling Exam 1-4 is concern. The candidate has to book the exam slot convenient to them with NCFM, and appear for the exam on that particular day.

For Exam 5, the exam dates are declared by FPSB India. Student need to apply for the date of his/her preference.

Thank You

For admissions or more information:

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